Technology Landscape, Ecosystem Analysis & Market Assessment - Drones for Goods & Transportation

Case Study



Technology Landscape, Ecosystem Analysis & Market Assessment [1/2]

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Client	A leading automotive supplier
Industry	Drones
Products	Motors, flight controller system, battery management system, sensors, etc. for transportation drones

Engagement Scope

1 Technology Landscape & Trend Analysis

- Goods / Passenger Drones Configuration
- Component specification & description (Motors, ECU, etc.)
- Technological trends and challenges

Context

Client wanted to understand what electronic components were used in goods/passenger drones as well
as who were the players and providers actively involved in the goods/ passenger drones market.

Key Business Questions

- What are the various configurations of goods/passenger drones available or under development today?
- · What are the electronic components involved in development of these drones?
- What are the specifications for different types ECU's? What are the different technologies used for electric propulsion?
- Who are the suppliers of various drone components such as motors, ECU, sensors, software?
- Which are the key drone components and geographical areas which will generate huge opportunities for system providers?

Ecosystem Analysis

- Identification & analysis of entities operating within goods/passenger drone landscape.
- Supply chain analysis of goods /passenger drone
- Interest of automotive entities in goods /passenger drone



Market Analysis

- Drones production forecasts
- Segment based market analysis
- Value chain analysis
- Market barriers & challenges

Technology Landscape, Ecosystem Analysis & Market Assessment [2/2]

Research Methodology

Secondary Research

- Conducted desk research to understand technologies used in various electronic components of drone, manufacturers/suppliers of these components, drivers, market barriers impacting the use of drones in transportation
- Referred paid databases and analyzed patents related to drones for transportation

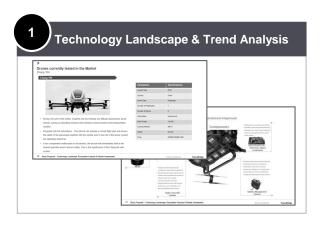
Primary Research

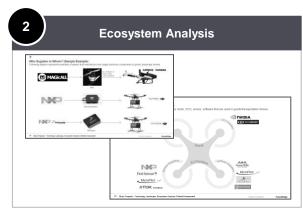
• 35+ Telephonic interviews with manufacturers, suppliers, distributors industry experts etc.

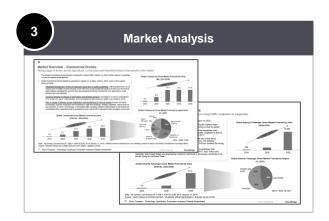
Benefits to Client

- Based on the study and recommendations, the client had a better outlook on drones' electronics component supplier industry pertaining to transportation sector
- The study enabled the client to understand in depth what kind of electronic component technologies are being used and developed in the industry
- The client also was able to determine which were the best potential segments/areas in terms of drones/component/geographical markets.

Sample Analysis







Thank you

North America

55 Madison Ave, Suite 400 Morristown, NJ 07960 USA T: +1 212 835 1590

Europe

328-334 Graadt van Roggenweg 4th Floor, Utrecht, 3531 AH Netherlands T: +31 30 298 2108

United Kingdom

5 Chancery Lane London EC4A 1BL United Kingdom T: +44 207 406 7548

Asia Pacific

Millennium Business Park Sector 3, Building # 4, Mahape Navi Mumbai 400 710 India T: +91 22 6772 5700

FutureBridge